

Good Neighbors

In addition to making important economic contributions, Back Streets businesses are good neighbors and responsible members of Boston's communities.

The Back Streets program coordinated the participation of Boston's industrial business in Mayor Menino's **Boston Shines**, a citywide neighborhood clean-up campaign.

Costa Produce of Charlestown donates food to a local shelter on a regular basis.

General Ambulance of Brighton provides adult and child daycare centers to residents of Allston/Brighton and other neighborhoods.



Back Streets staff proactively engages constituents, bringing the program and its tools to the people who can put them to use.

Charles River Publishing of Charlestown initiated the youth training program mentioned on the inside page (Workforce Development section) and donated supplies, staff time, and other resources to enable that program.

And Back Streets companies participated on a broad scale in the **Mayor's Summer Jobs Program**, providing Boston's youth with opportunities to learn new skills and earn needed wages.

In many cases, Back Streets District Business Managers help business owners and community members build upon their shared interests, strengthening bonds between these companies and the communities to which they belong.

Boston's Back Streets Advisory Committee

John F. Cremmen, Jr.
Spaulding & Slye Colliers International

Cassie Farmer
New World Securities, Inc.

Neil Fitzpatrick
Boston Freight Terminals

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Marion Kaiser
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Trish Karter
Dancing Deer Baking Company, Inc.

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Lee Kennedy Company, Inc

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Joseph Pearson, Jr.
Dutch Maid Bakery, Inc.

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City of Boston
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City of Boston, Thomas M. Menino, Mayor

b a c k s t r e e t s

2003 Report



"The Back Streets staff have a keen insight and understanding of the complex nature of conducting business in the City of Boston."

Joe Cefalo,
Boston Flower Exchange

Dear Friends,

The ability of Boston's small companies to operate profitably, to create jobs that pay livable wages, to add wealth to their communities, and to help new immigrants begin their lives in America, places them at the top of the City of Boston's economic development agenda.

Though in existence for less than three years, Back Streets has provided valuable assistance to dozens of Boston companies, including nearly three million dollars of financing. These funds retained 74 Boston jobs and led to the creation of 68 new jobs. In 2003, Back Streets site location assistance led to the retention of 225 Boston jobs.

I'm proud of the successes the Back Streets program has achieved, and I look forward to the continued growth and vitality of the City's light-industrial and commercial businesses.

Sincerely,

Mayor Thomas M. Menino

At A Glance

\$11.6 Billion
Combined revenues of
Back Streets companies

100,000
Number of
Back Streets jobs

4,000
Number of
Back Streets companies

Mission

The Back Streets mission is to support the small and mid-sized light-industrial and commercial enterprises that provide one-fifth of the city's jobs and contribute a myriad of other economic and social benefits.

Location

Site

Back Streets provides specific real estate assistance requests and maintains an inventory of available industrial space and current tenant requirements. The seven companies for which Back Streets provided site location assistance in 2003 have a combined 225 employees, whose jobs were retained in Boston in part due to the assistance of Back Streets. Furthermore, in many cases, a new location increases a company's ability to further expand and create new jobs.



In 2003, Back Streets staff advised dozens of businesses about the availability of resources such as Workforce Training Grants, Boston's One-Stop Career Centers, Empowerment Zone employee wage credits, and other resources. Dancing Deer Baking Company, for example, requested workforce references from Back Streets, which led to the company's finding two suitable employees from Madison Technical High School. Stavits Seafood received Back Streets assistance in finding and hiring Empowerment Zone residents, enabling Stavits to claim federal wage credits for these employees.

Wanting to give back to community while also planting the seeds of the publishing industry's future workforce, Charles River Publishing Company, located in Charlestown, approached Back Streets for assistance in developing a youth newspaper. This program, launched in the summer of 2003 with cooperation from the BRA's Youth Opportunity Boston and Harvard University, provided publishing industry skills training to 14 city youth.

Workforce

Development

Growing Fast

While still a young program, Back Streets has grown quickly. More and more companies are participating in Back Streets programs, calling the hotline, and logging on to the website to connect with the services Back Streets offers.

2003 Visits to
www.Bostonbackstreets.com

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"The Back Streets program put me in touch with property owners that real estate agents never would have. The real estate agents are motivated by commissions, while the BRA is motivated by helping businesses."

Greg Cogliano,
Polygon Corporation

Advocacy & Navigation

Back Streets services in this area translate to time and cost savings and greater effectiveness for our businesses. These needs encompass a wide and varied range of requests, from zoning relief necessary for a business's expansion to the removal of vehicles abandoned in industrial areas.

2003

Business Issue	Regulating Agency	Number of Companies Assisted
● Permitting	Inspectional Services Dept Mass Dept of Public Health	3
● Signage ● Curbside loading ● Removal of abandoned vehicles	Boston Transportation Dept	3
● Zoning relief	Zoning Board of Appeals	3
● Various business certifications	City, State, Board of Health	2
● Improving community relations	Public community meetings	2
● Infrastructure enhancements	Boston Water & Sewer Dept.	1
● Lease facilitation	Private landlord	2
● Development assistance ● Acquisition of publicly owned land	BRA	2

Access to favorable financing enables companies to expand, acquire new equipment, improve existing sites, and finance other costs that lead to greater professional stability, growth, and job creation. Back Streets businesses can draw on funds available via the Boston Local Development Corporation (BLDC), the Boston Industrial Development Financing Authority (BIDFA), the federal Empowerment Zone, and Mayor Menino's Back Streets Backup Loan Fund.

Since its creation, Back Streets has facilitated and/or provided a total of **\$2.975 million** to Boston-based companies, retaining **74 existing jobs** and creating **68 new positions**:

- Polygon Corporation - \$50,000 Back Streets Back-up Loan
- Zoom Group* - \$125,000 BLDC/Back Streets Back-up Loan combined
- Katsiroubas Brothers - \$2.5 million EZ bond
- SMH Fine Foods - \$150,000 Back Streets Back-up Loan
- Royal Label Company - \$150,000 BLDC Loan

*This loan was part of a creative new program to facilitate tenant improvement costs in the Marine Industrial Park. The loan is made to the master tenant (Zoom), who extends the funds to the sub-tenant. In this case, the subtenant is Immunetics, Inc., a biomedical manufacturing company with 16 employees.

Financial

Assistance

Back Streets Planning

Advocacy extends to ensuring that Back Streets companies have a voice in larger planning dialogues that will affect their futures. In North Allston, for example, where Harvard University's extensive land acquisitions have placed the area on the threshold of change, Back Streets representatives have given their constituents an active voice in shaping the ongoing North Allston Strategic Plan.

Back Streets Programs

Back Streets also creates programs around specific business needs.

2003 saw the first-ever **Collegiate Trade Fair for Minority & Small Business Suppliers**, linking Back Streets with Boston's large institutional purchasers.

Back Streets launched the **Legacy Program**, helping local family-owned businesses plan for the retirement succession of their founders, ensuring that these companies and their jobs will stay in the City of Boston.

Back Streets also conducted outreach to inform companies about business opportunities arising from the **Democratic National Convention**, helping companies register to become vendors for the convention.